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Compiled by Paul Wedel KIASIA Coordinator for AERA

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Executive Summary

Business Advisory Center

The Business Advisory Center (BAC) provides low-cost Thai and American consultants to help Thai SMEs to improve their performance and accelerate recovery from the economic crisis.

The BAC stepped up marketing efforts this quarter using a daily radio program and new partnership agreements such as an agreement with the Thai Farmers Bank to bring in more clients. This effort began paying off at the end of the quarter, with 70 new applications, but more targeted marketing needs to be undertaken.

The BAC conducted 4 three-day, hands-on workshops on business plan writing for smaller SMEs that otherwise would not have been qualified for BAC assistance. SME managers were provided basic knowledge about business plan writing and trained to write their own business plan. A 3-day seminar highlighting current trends in e-commerce with potential to help increase SME competitiveness was organized. The BAC co-hosted a project called the “National Thai SMEs Network Forum” to develop strategies to bring success to Thai SMEs. A resulting white paper was written for presentation to concerned government agencies and private organizations in order to inform them of the real situations and problems perceived by SMEs.

Thai Volunteer Consulting Service

The Thai Volunteer Consulting Service (TVCS) provides senior Thai experts and executives to help Thai businesses with a wide variety of business issues and problems on a volunteer basis.

TVCS this quarter added to its database, which now comprises 110 Thai Volunteer Executives. Three additional projects from BAC were assigned to TVE, and 5 in-house counseling sessions were organized.

TVCS initiated a program for the tourism business in Chiang Mai to help speed up business improvement on the basis of a business cluster rather than on the basis of individual companies. TVCS also began a “mentoring” service to provide long term consulting to companies on an “as needed” basis.

Bank Training Program

The Bank Training Program (BTP) works with Thai-owned banks to help them prepare specific training programs to upgrade staff to deal with the issues that led to the financial crisis. It then provides expert trainers on a cost-shared basis to address those problems.

BTP completed four training programs in the quarter for: Siam Commercial Bank and Bank of Ayudhya on risk management, Bangkok Bank training trainers on business planning for SMEs, and the Government Saving Bank on credit management.

One project, on training for a responsibility center for the Bank for Agriculture and Agricultural Cooperatives, had some difficulties in reaching agreement on training personnel and has been postponed until March 2001.

Outcomes from training completed earlier included:

- Bank of Ayudhya launched a formal internal credit rating system and plans to set up a Risk Management Department
- Bangkok Bank launched its own national program for teaching SME clients to make effective business plans.
- Thai Military Bank won "The Best Practice Winner 2000 Corporate Governance on Banking and Finance Category" award

Business Support Organizations Partnering Program

The Business Support Organizations Partnering (BSOP) Program helps Thai organizations trying to raise the standards of business in Thailand by linking them with similar US organizations capable of transferring expertise, standards, technology and training materials to Thailand.

The AERA Working Group Committee approved four new large grant projects during the quarter, bringing the total number of grants approved to 15. New projects included:

- *Bankruptcy Court Administration Program Part II* utilizes a partnership between the Court and the American Bankruptcy Institute to set up a videoconferencing system and providing technical assistance on using the system, and provide orientation for the Court's new staff.
- *Performance Audit Workshop* for the partnership between the State Audit office and the US GAO to introduce the fundamental principals, concepts, and methods of performance auditing.
- *ABIH Certified Industrial Hygienist Program* – A partnership between the American Board of Industrial Hygiene (ABIH) and the Occupational Health and Safety at Work Association (OHSWA) will create a Thai certification a Thai Board of Industrial Hygiene.
- *SET Junior Achievement Thailand* -- The Thailand Securities Institutes (TSI) of the Stock Exchange of Thailand (SET) is partnering with Junior Achievement International (JAI), an International arm of the well-known US economic education organization, to develop and deliver economics education programs for Thai youth.

Ongoing activities made good progress including the promotion of Thai credit bueaus, strengthening of the *APICS – TLAPS Partnership*

Border Action Against Malaria

The Border Action Against Malaria (BAAM) program is designed to developing new community-based ways of dealing with the problem of multi-drug resistant malaria in the border areas and to connecting these new modes of operation with over-all national and international anti-malaria strategy and programs.

During the quarter, major activities included:

- Revision of the Project-supported national plan of action for surveillance of drug resistant malaria for incorporation into the WHO regional antimalarial drug resistance monitoring network under the Mekong Roll Back Malaria Initiative
- Workshops to formulation a partnership model and plan of action to strengthen the capacity of primary schools to use a participatory learning process to mobilize community action for the prevention and control of malaria
- Field visits prior to selection of sites in Tak and Mae Hong Son Provinces for community-based interventions

- Internal review and finalization of financial regulations, procedures, rates, and proposal format for subgrants, and establishment of a Technical Review Committee for subgrant proposals.

Results included:

- Formulation of an action plan to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria
- Set up of a working group to coordinate implementation, monitoring and evaluation of the school-community mobilization initiative
- Selection of The Life Skills Development Foundation to coordinate implementation of school-based community mobilization;
- Establishment of a Technical Review Committee for subgrant proposals

Labor Standards Development Project

The Labor Standards Development Project is intended to inform Thai manufacturers, labor inspectors and labor unions about the importance of emerging labor standards. It aims at developing awareness and ultimately action concerning these standards that will allow Thai industries to make improvements that will assure continued market access.

The Labor program this quarter developed a work plan to initiate a series of workshops and training activities and worked to develop a standardized training programs on labor monitoring.

Business Advisory Center

Marketing efforts

The BAC stepped up marketing efforts in September which marked the completion of our first year of operation. We joined hands with the Thai Volunteer Consulting Service (TVCS) to launch a daily half-hour radio program during September to December featuring such SME-related topics as business strategies, key management issues, and business problems affecting Thai firms in the increasingly competitive markets.

Dr. Saisawan, the BAC manager, approached a large number of financial institutions with SME-related activities and various SME assistance providing organizations to explore the possibility of cooperative efforts to attract and/or share customers. An MOU was signed with the Thai Farmers Bank (TFB) in November to refer potential clients to the BAC. The BAC will provide training and consulting services to the TFB's potential and existing clients in order to strengthen their competitiveness and sustain their growth in the long run. In return, we will present TFB's financial services to interested and eligible SMEs at our seminars and workshops.

In early November the BAC joined the "SMEs Day" organized by the Institute for Small and Medium Sized Enterprises Development at Thammasat University, Rangsit campus. We provided free consulting services to interested SME representatives who participated in the event.

Projects

The increase in our marketing activities brought in over 70 new applications for our assistance during the last quarter of the year. This brought the total number of cases to 264 by year-end. Among these new applications, 2 PVO cases were developed, 15 cases now have real potential to develop into PVO cases, 9 cases are being worked on by our consultants as in-house projects, 13 cases have become TVCS projects, 15 cases were rejected or closed due to incompatibility between the clients' requirement and our assistance, and there are 17 cases for which a scope of work has yet to be developed.

The BAC has set as our policy to decide on the nature of the project by focusing on clients' needs and requirements. It has become clear that smaller clients prefer Thai VE or BAC consultants over American VEs. Larger firms can more readily accept American VEs for more technology and know-how oriented problems while additionally utilizing Thai VEs or BAC consultants for other general or locally oriented problems, such as accounting system review and set up, etc. This fact is reflected in the larger proportion of TVCS and in-house projects developed as opposed to PVO projects.

To date, we have completed 72 projects. Of these 31 are PVO projects, 36 are in-house projects, and 5 are TVCS projects. Project evaluation by the clients reflects our high success rate. Sixty percent of the clients who evaluated our projects rated their projects as "Very Good" while 20 percent rated them as "Outstanding". None rated the projects as "Poor". Ninety percent of them expressed their intention to use our services again. In fact, 30 clients become our repeat customers.

Seminar/Workshops/Presentations

The BAC was very active in organizing a number of seminar and workshops. We conducted 4 three-day, hands-on workshops on business plan writing for smaller SMEs that otherwise would not have been qualified for our assistance. The workshops were held in September, October, November, and December. SME managers were provided basic knowledge about business plan writing and trained to write their own business plan.

A special training session on “Maintaining Productivity in the Manufacturing Sector” was jointly organized with the Labor Development Program under AERA sponsorship in September for the members of the Thai Garment Development Foundation and a number of SMEs representatives. The training focused on the benefits of assistance programs and the restructuring of operations in garment and textile factories.

In early November, a 3-day seminar highlighting current trends in e-commerce with potential to help increase SME competitiveness was organized jointly with the Internet Club in Chiang Mai to coincide with the annual regional computer fair. Consulting services were individually provided to the participating SME owners by our consultants.

The BAC co-hosted a project called the “National Thai SMEs Network Forum” with the Faculty of Commerce and Accountancy of Thammasart University. Its purpose was to develop strategies to bring success to Thai SMEs based on information presented by SME representatives from 5 regions around the country. A series of 5 regional forums and 1 national forum was held from September to November. A resulting white paper was written for presentation to concerned government agencies and private organizations in order to inform them of the real situations and problems perceived by SMEs.

At the end of November, the BAC sponsored a forum on tourism for the northern region at Chiang Mai University to bring together concerned government agency and tourism related associations to discuss common problems affecting businesses in the northern tourism industry.

BAC employee changes

The contract periods of our first batch of MBAEC consultants expired at the end of September. The BAC decided to retain the services of two consultants by promoting them to senior consultant position. This was done partly to help with the transition from the first to the second batch of MBAECs as there was minimal overlap between the incoming and outgoing groups. The two veterans proved to be very helpful in transferring their knowledge and experience gained during their first year and provided guidance to the six incoming MBAEC consultants.

Thai Volunteer Consulting Service

TVCS added six volunteers added to the database, which comprises 110 Thai Volunteer Executives. Three additional projects from BAC were assigned to TVE, and 5 in-house counseling sessions were organized.

TVCS initiated a program of competitiveness consulting for the tourism business in Chiang Mai. The program was designed to help speed up business improvement on the basis of a business cluster rather than on the basis of individual companies. A meeting was organized that included various business types, such as TAT, tour guide associations, tour operators, and internet service providers. The meeting produced positive feedback but it still needs further impetus to get them organized and moving ahead to cluster formation.

TVCS expertise is available to help such clusters in a variety of fields, including financial management, accounting and auditing, organizational development, human resource management, marketing, agro-industry, industrial engineering and manufacturing operations.

In its initial work TVCS provided short-term business counseling, intensive on-site consultation and long-term mentoring its clients . Ten volunteer experts worked on site for 17 projects.

TVCS and the Department of Industrial Promotion agreed to work together, with TVCS taking the lead to create a consulting network and expert pool.

In order to extend its advisory service to a larger group of SMEs, TVCS, together with the BAC, organized a coaching and counseling program on radio. This daily “call-in” program provides industry and business experts to identify ways in which SME managers can improve their businesses. Callers pose problems for the experts to address on the air. Issues aired on the program have included how to sell into overseas markets, refinance debts, raise productivity, improve accounting processes, and qualify for new bank lending.

To provide high quality assistance on a greater scale, TVCS has stepped up its recruitment efforts. At the same time, the TVCS and the BAC are working together to help SMEs that have never had a consultant before, learn how to use the services of an outside consultant to greatest advantage.

Banking Training Program

I Report on Completed Training Projects

Four projects were completed in the fourth quarter. These projects were:

1. Bank of Ayudhya (BAY): Risk Management Training Program

In total, 16 executives from the executive vice president level onward, 100 staff at the manager level up and 200 operating staff members were trained

2. Bangkok Bank (BBL): Train-the-Trainers on the Development of Business Plan for Small and Medium-sized Enterprises Program

All courses were completed except the one in Haad Yai due to a big flood. This course was postponed until further notice.

3. Siam Commercial Bank: Risk Management Training

The training materials on risk management were developed and completed. The train-the-trainer course on risk management and how to use those materials for 12 members of the management team was also finished.

4. Government Saving Bank: Credit Management Training

The bank has completed two training in "Project Assessment Techniques" for 30 credit analysts from the head office and in "Credit Analysis Techniques" and in "Credit Business Marketing" for 30 credit trainers from branches and regional offices.

II. Status of Active Training Projects

The training course on responsibility center for the Bank for Agriculture and Agricultural Cooperatives has been postponed until February 21, 2001.

III. Follow-up and Evaluation Activities

BTP has sent out an evaluation form to the banks that have completed the training courses for three months. Samples of the questionnaires are attached. After receiving back all the evaluation forms, BTP plans to follow up by interviewing bank officers who attended the BTP-funded courses. The evaluation aims at measuring the impact of the training and the practical use of the knowledge bank officers gained from the training.

It was reported that as a result of the training Bank of Ayudhya approved to set up the Risk Management Department which is currently under the planning stage. The bank also set up and launched an internal credit rating system which is used as one of the tools to manage credit risk.

As a result of the training program, Bangkok Bank launched its own national program for teaching SME clients to write effective business plans.

Thai Military Bank won "The Best Practice Winner 2000 Corporate Governance on Banking and Finance Category" award. The Bank said that the training program funded by BTP was part of this success.

IV. Upcoming Projects

On November 30, 2000, the Working Group Committee approved a training proposal on risk management proposed by the Krung Thai Bank. Currently, the USAID is conducting bidding for contractor through the SEGIR process.

At the same meeting, BTP also informed the Committee regarding the 2nd year two upcoming projects which were the in-depth training on risk management for Bank of Ayudhya and on improving good governance for the Thai Military Bank. The proposals of these training programs will be sent to the Working Group Committee for approval.

V. Year 2 Workplan

It was decided that the BTP Year 2 program will focus on two areas:

1. Micro credit

Upon the approval from the Executive Committee, BTP will provide assistance to government banks and special financial institutions on micro credit development. This part of the program aims at strengthening and supporting the banks in implementing community lending and micro-credit programs.

2. Continuation of the Program Year 1

BTP will continue to support the banks receiving funding in the year one in order to create deeper impact and expand the scope of implementation.

Due to budget limitations and to increase commitment from the banks, it was decided to raise the average cost share expected from banks that have already received one round of training to 40%.

Business Support Organizations Program

Projects Approved for Funding

The BSOP has been concentrating on projects which develop and promote good Corporate Governance, transparency, business structural reform, ethics, and deepening of financial reform.

The AERA Working Group Committee has approved four new large grant projects on November 30, 2000. Totally, fifteen large and small grant projects have been approved and are underway.

New Large-Grant Projects Approved

1. Bankruptcy Court Administration Program Part II (\$58,530)

As a result of ABI's recommendation in Part I of the program, additional technical assistance and training is to be given to CBC by the ABI-member team. The program includes two components: (1) Installing videoconferencing system and providing technical assistance on using the system, and (2) Orientation Program for the CBC's new staff. The draft contract between KIASIA and CBC has been reviewed.

2. Performance Audit Workshop (\$26,410)

The training program will be delivered as a two-week workshop introducing the fundamental principals, concepts, and methods of performance auditing. This workshop includes a three-day module on instructional skill to improve the ability of participants to pass on their newly acquired knowledge and skills to the SAO's auditors throughout the country. BSOP requested for a proposal from three ex-GAO candidates, recommended by GAO, and held an evaluation committee meeting to review the proposals. Dr. William Johnston was selected to be a training specialist for this workshop. The training date has been set up during the period of March 19 to April 11, 2001.

3. ABIH Certified Industrial Hygienist Program (\$19,525)

The American Board of Industrial Hygiene (ABIH) will provide long-term technical assistance to the Occupational Health and Safety at Work Association (OHSWA) to create a Thai certification, including the establishment of a Thai Board of Industrial Hygiene. The ABIH will proctor and deliver the examination in Thailand.

4. SET Junior Achievement Thailand (\$67,044)

The BSOP is providing support to the Thailand Securities Institutes (TSI) of the Stock Exchange of Thailand (SET) to organize, develop and deliver economics education programs for Thai youth and to promote Thai capital markets. Junior Achievement International (JAI), an International arm of the well-known US economic education organization, will provide the TSI with curriculum, education materials, and expert technical and training assistance. The draft contract between KIASIA and TSI has been reviewed.

Ongoing Activities

1. *Post-GAO Fellowship Program Grant Awarded*

Under BSOP Support, Mr. Phaisarn Vorasetsiri participated in the 2000 International Auditor Fellowship Program's field office placement in Chicago, U.S.A. from October 30, 2000 to December 8, 2000. The program is a continuation of the International Auditor Fellowship program and is designed to provide the participant with on-the-job training in designing and implementing audits.

2. *Thai Credit Bureaus to be Promoted*

With BSOP support, Mr. Samma Kitsin, Managing Director of the Central Information System Co., Ltd., a newly formed Thai Credit Bureau, attended "The Second Consumer Credit Reporting World Conference" organized by the Associated Credit Bureaus, Inc. on October 8-10, 2000 in San Francisco. The BSOP provided a small grant and is interested in promoting the concept and the use of credit bureaus in Thailand.

3. *APICS – TLAPS Partnership Strengthened*

In order to establish future linkage between the Thai Logistics And Production Society (TLAPS) and the American Production and Inventory Control Society (APICS), the BSOP has provided financial support to Dr. Pricha Pantumsinchai, TLAPS President, and Mr. Krizz Chantjiraporn, TLAPS Advisor, to attend the APICS International Conference & Exposition on October 22-25, 2000 in Florida, U.S.A.

Projects in the Pipeline

1. *Thai Bond Dealing Center (Thai BDC)*

The Thai BDC requested the technical assistance on secondary bond market standards and development to strengthen the values of trust, accountability, and confidence in the market.

2. *The Institute for SME (ISMED/ATSME)*

The project under consideration is to strengthen the Institute for SME in Thailand's activities by partnering with the U.S. Small Business Administration (SBA).

3. *Organic Farming Inspection and Certification Program (DOA)*

The Department of Agriculture, Ministry of Agriculture and Agricultural Cooperatives, requested the technical assistance from the U.S. partner on methodology and technical know-how to inspect organic plants and to set up Certified Body.

GAO Fellow wins internship

Ms. Achara Aganidat, the head of the International Relations Unit of the State Audit Office of Thailand (SAO), was selected to attend GAO International Auditor Fellowship Program at General Accounting Office in Washington D.C. Due to her outstanding performance during the four-month course, she was selected to join a six-week internship at the GAO's field office in Seattle.

Upon returning to Bangkok, Achara set the goal of making her working unit "a high-quality international service center" within five years. Her unit ran the 8th Annual Asian Organization of Supreme Audit Institutions that her unit organized in Chiang Mai in October 2000. More than 150 auditors from 33 countries shared their views on how to improve good governance in the public sector through financial and performance audits.

"The valuable experience that I gained from the GAO Fellowship Program provided me with the skills and the confidence to develop my unit's activities," said Achara.

Border Action Against Malaria

1. Overview

The Border Action Against Malaria Project (BAAM) funded by USAID, works with a broad national coalition to slow the emergence and spread of multi-drug resistant malaria in Thailand's border areas. The program is developing new models of cooperation and partnership, particularly with community organizations, to monitor and respond to the threat that such resistant strains will spread, not only in Thailand, but also across the region. This is intended to contribute to decentralization and reform of public health systems, making them more effective and sustainable. The purpose of the project is to improve the national capacity to monitor and respond to multi-drug resistant malaria. This will be accomplished by strengthening capacity for:

- Surveillance/mapping of drug resistance and behavior contributing to multi-drug resistant malaria in border areas.
- Early diagnosis and prompt treatment with effective drugs regimens at the community level in border areas.
- Management of severe and complicated cases of multi-drug resistant malaria by local health facilities.
- Improved household-level capacity for prevention, case recognition and health care seeking.
- Development of models of multi-sectoral partnerships for participatory learning processes and collaborative actions by local stakeholders, contributing to decentralization, reform of health systems, and sustainability.

2. Project Activities During the Reporting Period

In the prior quarter from July to September 2000, the Project organized workshops to develop a national strategic planning framework for Roll Back Malaria and to a plan development of a network for sentinel surveillance of multi-drug resistant malaria in areas bordering Burma, Cambodia, and the Lao PDR. Activities this quarter supported movement from strategic planning to operational planning prior to implementation in 2001.

Planning

Integrating Thailand's National Plan for Sentinel Surveillance with Regional Antimalarial Drug Resistance Monitoring under the Mekong Roll Back Malaria Initiative: Given the growing prevalence of multi-drug resistant *Plasmodium falciparum* in the Mekong Region, one of the priority needs is to include anti-malarial drug resistance in the malaria surveillance system. In order to strengthen coordination and inter-country cooperation on monitoring resistance to anti-malarial drugs, the World Health Organization (WHO) arranged an informal consultation from October 16-17, 2000 in Phnom Penh, Cambodia. The KIASIA BAAM Project Coordinator, James Hopkins, represented the project at the Consultation. The Project supported a workshop in September 2000, resulting in formulation of a draft national plan of action

for monitoring drug resistant malaria along Thailand's borders with Burma, Cambodia, and the Lao PDR. This plan of action was presented at the regional informal consultation as part of the Thailand country report by Dr. Kanungnit Congpuong from the Malaria Division as input to development of a Mekong Region network of sites monitoring resistance to anti-malarial drugs.

Immediate Results: After incorporating input from the regional consultation, the Thailand national Plan of Action was modified to incorporate a new sentinel site in Mae Sai District of Chiang Rai Province, where data on emerging drug resistance can be compared with findings from a Burmese sentinel site to be established in Tachilek Township in Eastern Shan State. Additionally, Thailand will adopt the standardized protocols to be finalized by WHO by incorporating suggestions from the regional consultation. The Malaria Division is formulating a proposal for submission to BAAM for subgrant funding to support training and equipment needed to establish the enhanced surveillance network using both *in-vitro* and *in-vivo* methods to monitor drug resistance by malaria clinics, government hospitals, academic and military research units in strategic sites on Thailand's borders. It is planned that a subgrant award will be made during the next quarterly reporting period and that the network will be operational for Thailand's peak malaria transmission season starting in May 2001.

School-based Approach to Mobilizing Community Action Against Malaria: In November and December, the Project organized 2 workshops to bring together educators, malaria control officials, and NGO partners to develop a partnership model and a plan of action to strengthen the capacity of primary schools to use a participatory learning process to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas. Participating partner agencies collaborated in jointly formulating action plans for provincial and local level orientation workshops. General guidelines for curriculum, a teacher training manual, and learning materials needed were also developed. The partners agreed that The Life Skills Development Foundation, a Thai civil society organization, is most appropriate coordinate this multi-sectoral partnership involving collaboration among the Office of Special Projects of the Office of the National Primary Education Commission, Offices of Provincial and District Primary Education, Border Patrol Police schools under the Royal Projects Bureau, vector borne disease control offices at regional and local levels, public health offices, Sub-district Administrative Organizations, schools, communities, and local civil society organizations. Pilot work will be initiated early in 2001 in Muang and Sop Moei districts of Mae Hong Son Province, and Mae Ramat and Tha Song Yang Districts of Tak Province.

Immediate Results: A plan of action was developed to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas. Partner agencies formally appointed members to a working group to coordinate implementation, monitoring and evaluation of this initiative. The Life Skills Development Foundation is formulating a proposal for submission to BAAM for subgrant funding to support coordination and collaborative implementation by all partners involved in the 2 provinces.

Site Selection

Field visit by officials from USAID/Washington and CDC: In October 2000, the Project hosted a field visit by officials from USAID/Washington and the Centers for Disease Control to potential pilot sites on the Thai-Burma border to consider selection for community-based malaria prevention and control activities in Mae Hongson and Tak Provinces.

Project Management held consultations with officials of WHO and the Malaria Division regarding development of criteria for selection of sites for community-based interventions, and made a field visit to observe malaria clinics and the transmission situation in Mae Sot. Informal consultations were conducted with the Shoklo Malaria Research Unit regarding USAID-funded malaria control activities to be implemented by SMRU and the BAAM Project.

Announcement of a 3 year US\$4.7m Grant for Malaria Control Research in Tak Province: In November 2000, the Department of Communicable Diseases Control announced that researchers from the Faculty of Tropical Medicine at Mahidol University in Thailand and from Oxford University in the United Kingdom, together with the Communicable Disease Control Department (CDC) of the Thai Ministry of Public Health, will receive \$4.7 million from the Bill & Melinda Gates Foundation to support expansion of operational research on malaria control to be implemented in Tak Province. The BAAM Project was informally notified by the new Director of the Malaria Division, Dr. Chaiporn Rojanawatsirivet, that due to allocation of these grant funds for Tak Province, the BAAM Project funding for border areas would be better used to focus on other border provinces, especially on the Thai-Cambodian border, where no donor funds are currently being provided. In response to the impact of this event on the border malaria control programming context, the BAAM Project is re-considering implementation at sites in Tak Province for community-based malarial control interventions, and possibly expediting launch of these activities in sites on the Thai-Cambodian border during Phase I, rather than in Phase II. A final decision on this matter will be made early in 2001 after further consultations with the Ministry of Public Health, USAID, and the US Embassy in Bangkok. Implementation of the sentinel surveillance network in 9 provinces (including Tak) will not be affected by this development.

Immediate Results: The Project has decided to proceed with implementation of the plan of action to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in the sites originally selected in Muang and Sop Moei Districts of Mae Hong Son Province, and Mae Ramat and Tha Song Yang Districts of Tak Province.

Linkages with International NGOs Working on Malaria in Border Areas

Participation in XIIth Meeting of the Border Malaria Task Force: In November 2000, the Project Director and Coordinator participated in the XIIth Meeting of the border Malaria Task Force organized by the Shoklo Malaria Research Unit, attached to Mahidol University. Participants included field medical staff from the five international medical NGOs working on the Thai-Burma border (MSF-F, IRC, AMI, ARC and MHD) and representatives of medical NGOs working in Cambodia, Burma, and Bangladesh. A working group session was devoted to discussing the malaria

situation and exploring new approaches to malaria control among BAAM, SMRU, and village health/malaria volunteers from Tak and Mae Hong Son Provinces.

Immediate Results: The Project identified Aide Medicale Internationale (AMI), an international medical NGO working in Sop Moei District of Mae Hong Son Province, as having high potential for partnering with BAAM and local health/vector-borne disease control units in collaborative work on community-based malaria control activities. This organization will be invited to participate in the provincial-level launch workshop to be conducted in Mae Hong Son Province in February 2001.

Subgrant Management Systems

Financial Regulations, Proposal Format, and Technical Review Committee for Subgrant Proposals: The Project finalized a set of financial regulations, procedures, rates, and a proposal format for subgrants and received concurrence by KIA Asia management. A Technical Review Committee was established comprising Dr. Damrong Boonyoen (Project Director), Dr. Dennis Shanks (AFRIMS Director), Dr. Krongthong Timasarn (Malaria Expert of the Department of Communicable Disease Control, MOPH), Mr. Tom Elam (USAID Representative at the US Embassy in Bangkok), and the WHO Representative to Thailand.

Immediate Results: Potential subgrantees and implementing partners are using the proposal format and cost rates in the process of formulating proposals for submission to the Project Technical Review Committee for consideration and funding in early 2001.

3. Results Achieved During the Reporting Period

Major results achieved during the reporting period include:

- Formulation of a plan of action to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas;
- Formal appointment of partner agency members to a working group to coordinate implementation, monitoring and evaluation of the school-community mobilization initiative
- Identification of The Life Skills Development Foundation as the focal point to coordinate implementation by the multi-sectoral community to national level partnership for school-based community mobilization;
- Finalization of a set of financial regulations, procedures, rates, and a proposal format for subgrants
- Establishment of a Technical Review Committee for subgrant proposals

4. Major Activities Planned for the Next Quarter

Major activities planned for the next quarter from January-March 2001 include the following:

- Review and approval of a proposal submitted by the Malaria Division for subgrant funding to support implementation of the National Plan of Action to establish a network of sentinel surveillance for monitoring drug resistant malaria.
- Organizing the first meeting of the Working Group on Partnerships for a School-based Approach to Community Action Against Malaria to consider the content of educational materials for orienting communities; the content, process, and timeframe for school orientations; timeframe for development of baseline surveys on knowledge, attitudes, and practices regarding malaria and life skills pre-test; and the content of the first teacher training workshop.
- Organize a workshop on collaboration to strengthen local organizations' role in self-reliant malaria control by communities in border areas of Mae Hong Son Province; the event will bring together more than 80 key stakeholders to consider the current malaria situation, build a common vision for local participation in malaria control, and agree on collaborative measures for prevention and control of malaria with emphasis on enhancing the roles of local organizations and communities for increased self-reliance.
- Review and approval of a proposal submitted by The Life Skills Development Foundation for subgrant funding to support coordination and collaborative implementation of a plan of action to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas.
- Support orientation on partnerships for a school-based approach to community action against malaria for primary education, health, and vector-borne disease control officials in Mae Ramat and Tha Song Yang Districts of Tak Province.
- Conduct site visits along the Thai-Cambodian border to determine priority sites and approaches for supporting community-based malaria control interventions.
- Support organization of a national workshop to set guidelines for development of practical local-level malaria epidemic early warning information systems and use of geographic information systems for mapping of key epidemiological data on determinants of malaria transmission and drug resistance in border areas.

4. Grant Expenditures During the Reporting Period

CATEGORY	Budget in US\$	Expenditures		Cumulative Total Expenditures	% Budget Expended
		Through Last Qtr.	This Quarter		
A. Personel	225,750.00	35,390.89	21,414.41	56,805.30	25.16%
B. Fringe benefits	48,000.00	4,572.79	1,512.08	6,084.87	12.68%
C. Travel & transporation	14,400.00	4,695.98	2,923.38	7,619.36	52.91%
D. Equipment	11,000.00	5,241.99	594.89	5,836.88	53.06%
E. Supplies	15,000.00	515.99	26.64	542.63	3.62%
F. Subgrants (subcontracts)	377,850.00	0.00	689.97	689.97	0.18%
G. Construction	0.00	1,274.61	0.00	1,274.61	
H. Admin. support costs	15,000.00	0.00	0.00	0.00	0.00%
I. Other direct costs	18,000.00	8,579.65	2,736.59	11,316.24	62.87%
Total	725,000.00	60,271.90	29,897.96	90,169.86	12.44%

Labor Standards Development Project

The Labor program in cooperation with the Ministry of Labor and Social Welfare and the US Embassy developed a work plan to initiate a series of workshops and training activities. In addition, Kenan Institute in Washington and KIASia have been working together to develop a standardized training programs on labor monitoring. Specific sub-activities included:

1. Market basket survey in the garment and footwear industry

In October of this year the project conducted a market basket survey in the garment and footwear industry in cooperation with Thammasat University and Business for Social Responsibility.

2. Human rights code for the garment industry

KIASia also served as an advisor to the Thai Garment Manufacturer Association on the initial draft of a human rights code for the garment industry.

3. Supplier Compliance to the SA8000 Labor Standard

The Labor Standards Support fund was pleased to lend assistance to a local training delivered by the US based organization Social Accountability International on “Supplier Compliance to the SA8000 Labor Standard”.

4. Certificate for Occupational Health and Safety – OHSWA

BSOP support and efforts by the Occupational Health and Safety at Work Association (OHSWA) and the American Board of Industrial Hygiene (ABIH) have led to considerable progress in delivering the Certificate in Industrial Hygiene to Thailand. OHSWA members are preparing the prerequisite documents and studying for the examination to be held in July 2001.

APPENDIX A
SUMMARY OF SELECTED COMPLETED BAC PROJECTS

APPAREL AVENUE

Streamline sample department to lower operational cost and improve efficiency

- Streamline sample production from 2 days to 1 day
- Reduce turnback rate from 15%-20% to 2%-5%
- Improve communications between Sample department and production team in regards to feasible specifications

A VE from the US was brought in for 3 weeks to address these concerns. However, a poor relationship developed between the VE and the MD. Consequently KIAAsia is making plans to provide the company a second VE free of charge.

PIONEER GARMENT

Create a long term strategic marketing plan

- Identify market segmentation
- Research present and latent needs of key market segment
- Build brand equity with regards to target market segmentation

A VE from the US was brought in for one month. The VE with the aide of the BAC conducted marketing surveys and research and produced a short term as well as a three-year strategic marketing plan to be implemented by the client. Project was deemed successful.

DANICHA CO. LTD.

Increase annual production and position itself for recovering Thai real estate market

- Target trend-setting, upscale clientele
- Seek out new high exposure market distribution channels
- Consider possible e-commerce applications

A US VE was brought in for 3 weeks. Completed Thailand housing market analyses and conducted a SWOT analyses for the client. Determined an action plan for the client that included the 4”p of marketing. Project deemed successful.

SAHACHIT WATANA PLASTIC

ASSESS AND PROVIDE RECOMMENDATIONS ON IMPROVING THE PRODUCTION AND OPERATION MANAGEMENT SYSTEM

- Analyze current process and monitoring systems
- Identify bottlenecks, inefficiencies, and defect/wastage producing processes
- Recommend on plant layout, process flow, monitoring system and equipment usage
- Basic training for supervisors and managers on new processes

VE, from the US came over for 3 weeks. He interviewed plant personnel and familiarized himself with the current plant operation. Proposed a new plant layout and upgrading smaller less efficient machines. He also recommended and researched implementing a Production Scheduling and Planning software application. Furthermore, the VE advocated a cleaner storage facility to reduce waste. Finally, he recommended the client bring in a second VE to assist the company with developing a strategic long-term vision. The project was deemed successful and the client is currently using a second VE for strategic development.

CENTER CONTAINERS

ASSESSMENT AND RECOMMENDATIONS FOR THE PRODUCTION PLANNING DIVISION

- Specific goals on how the production planning division can be improved
- A thorough evaluation of the die cutting machine, its limitations, and capabilities to process printed high standard RSC (Regular Slot Carton) and Die cut corrugated carton boxes
- Evaluate the companies accounting system's ability to track production costs
- Identify cost pools to improve the companies ability to track costs through the production process

The US VE, gathered and analyzed data from CCC production records, technical data, and interviews with management and operating personnel. The VE, then completed a SWOT analyses and proposed recommendations based on his findings –including developing and in plant waste collection, identification, and reporting method. The VE diagnoses problems, provided possible solutions along with action items and a timetable. Project completed successfully.

A GROUP

IMPROVE MIS EFFICIENCY AND PREPARE FOR ISO 9000

- Improved use of information technology in the company's management systems
- Improved application and implementation of ISO 9000 standards
- Increased efficiency of working procedures
- Establishment of management guidelines to support future expansion

The VE, a US professor, revised the SOW with a new focus on increasing the profit margin. He introduced a new engineering model about cost efficiency and researched methods on increasing funding either through joint ventures or a VC. In addition he proposed expanding the market internationally to developing countries such as China. Lastly he re-organized the organizational structure so that less people reported directly to the MD. Project was viewed as a huge success.

PONTEX

RE-DEFINE MANAGERIAL ORGANIZATION BEHAVIOR AND ENHANCE INTER-DEPARTMENT COLLABORATION

- Empower Middle Management to make decision and take ownership
- Assess Management incentive program and its affect on management behavior
- Promote inter-department collaboration and communication

After VE interviewed MD and middle management and analyzed working environment, she recommended cross-functional teams that meet several times from product specifications to finished goods. She, also, advocated the hiring of a plant manager to lessen the MD responsibilities and improve decision-making timetable. Furthermore, the VE recommended better trained HR staff.

THAI PRASIT STARCH

INCREASE PRODUCTION CAPACITY AND PROVIDE RECOMMENDATION ON RE-CYCLE WATER USAGE

- Provide realistic solutions to increasing capacity of UASB reactor, current 600 cu/m while capacity is 1,440 cu/m)
- Designing way to re-cycle water back into the process, unable to use any recycled water
- Improving the current wastewater treatment process
- Optional: Provide solution to enable usage of 100% methane gas in burner operation, at present must use at least 30% fuel oil in gas/oil mixture

The US VE, revised UASP operation resulting in increased BioGas production and a reduction in COD. He, also reviewed air heater design for efficiency improvements and analyzed waste pond performance. Furthermore, the VE provided recommendations for further engineering studies and a checklist of addition tasks to be performed by the client. Project completed successfully.

S.I.P. SIAM PACIFIC

IMPROVE PRODUCTION PROCESS RESULTING IN A DECREASE IN DEFECTS AND CONTAMINATION

- Identify technologies or tools to improve production process and safety
- Develop and propose a plan to improve sanitation and to reduce defect rates from 10% to 2%
- Propose a system to track progress and results in the production process
- Outline implementation steps and begin implementation

The VE, a US professor, completed an executive report on the prevention of salmonella contamination. In this report he identified the various sources of the problem and outlined steps to prevent the contamination. Furthermore, he advocated establishing a microbiology laboratory. Project was deemed successful.

PRINT MASTER

INCREASE PRODUCTION DEMAND BY EXPORTING TO THE US

- To provide guidelines to establish exporting market for Printmaster Co., Ltd.
- To identify potential countries, market and market segment for export
- To provide the necessary information of the requirements of international customer

The US VE, Nathan Sakolsky, instructed Printmaster on international marketing techniques as well as helped create and organized Printmaster's Export Department. He created a marketing plan covering both short & long-term goals. This included conducting an extensive investigation into expanding Printmaster's product line to make it more attractive to potential international customers. Lastly, he initiated an aggressive ad campaign to major US consumer goods companies.

THAI-AUST ALUMINIUM

Streamline operations to improve efficiency and reduce errors

- Integrate various costs and pricing spreadsheets to reduce quotation time while reducing the potential for clerical mistakes
- Implement software system to determine optimal bar size
- Creation of inventory tracking system which monitors level of stock and automatically requests purchases at re-order points
- Establishing a computerized costing system that tracks actual cost associated with each job in order to verify profit margin
- Integrate MIS system with accounting department

Although the original SOW suggested an integrated MIS, the US VE focused on improving operational procedures. He interviewed management, production line staff, and the accounting department. Created an inventory control chart and laid the groundwork for accurate and timely financial and inventory reporting. Furthermore, the VE implemented a weekly production schedule. Project was deemed successful.

EVERGREEN FABRICS

CREATE AN INTERNATIONAL MARKETING PLAN

- Identify and research target market segmentation in the US and EU
- Research foreign market barriers to entry
- Come up with a competitive pricing scheme
- Determine international strategic marketing position

VE with expertise in the Dye industry came over for 3 weeks. She produced a marketing strategy for tapping into international markets. However, the client felt the plan was too general and lacked a feasible work plan. In addition the VE, educated the client on the newest technological advancements in the dye industry and proposed expanding the product mix. The client is considering these recommendations, but lacks the necessary finances to carry them out.

ROYAL CANNING

Assess Management's vision and assist in developing marketing/sales strategy with a focus on Brand Equity

- Transfer of knowledge from expert to management regarding development of future marketing/sales strategy
- Transfer of knowledge from expert to management regarding issues surrounding Brand Name Product Development
- Assist management to develop a long term business/marketing plan, which might include development of brand name product
- Consulting project would focus on delivering branding information in order to prepare management to develop a plan for a brand organization

The US VE, produced a long-term marketing strategy for entering international markets. Moreover, he laid the groundwork for building brand equity, and trained the management on the necessary time and financial commitment required for successful building brand equity. Project was deemed successful.

PATAR LAB

Create a marketing and sales strategy with stated goals and action items

- Sales targets developed for strategic product mix
- System created to determine planned vs. actual sales goals
- Clear marketing strategy, which should minimize inventory levels and improve efficiency of production process
- A tool to assist Patar Lab with evaluating sales performance levels
- Ability to develop key performance indicators for sales force

A Thai VE meet with the client for 7 sessions. He addressed the above issues plus provided recommendations on managing sales team including incentive proposals. Furthermore, the VE assisted the company in developing company and departmental budgets.

WEALTH MANAGEMENT

Improve software processing capabilities

- Plan, develop, and debug software
- Train staff on latest software developments within the industry

- Advise on achieving the second level of Capability Maturity Model (CMM)

The US VE, completed two summary reports. The first report focused on improving the client's software development efficiency. The second report aimed at helping the client to proceed toward achieving SIE CMM level 2 status. Project was completed successfully.

DR. BETHANN KASSMAN

Seminar on Strategic Planning.

Dr. Kassman conducted a seminar on Strategic Planning to over 400 Thai SME's. Furthermore she held an in-house seminar for training the BAC consultants. Lastly Dr. Kassman held another half-day seminar on consulting techniques for the NSTDA

APPENDIX B

BAC Project Characteristics

The BAC has 273 projects (including 4 seminars) on hand. On hand projects represent **243 companies**. Characteristics of these companies follow.

Size

Small	30%
Medium	67%
Large	3%
Total	100%

Note: Small sized businesses have annual sales and fixed assets (excluding land holdings) less than 20 million Baht. Medium sized businesses have annual sales and fixed assets from 20 to 200 million Baht. Large sized businesses have annual sales and fixed assets in excess of 200 million Baht.

Location

Greater Bangkok	61%
Surrounding Province	19%
Upcountry Province	20%
Total	100%

Note: Greater Bangkok denotes all areas in Bangkok. Surrounding province denotes Nonthaburi, Pathumthani, Samutprakarn, Samutsakorn and Nakorn Pathom. Upcountry province denotes all areas except Bangkok and surrounding provinces.

Repeat Business

There are 30 of 243 companies (12%) that use more than one service.

Referral Sources

Word of Mouth	13%
Newspaper/Magazine Article	10%
TV Program	7%
Board of Investment (BOI)	7%
Exhibition	6%
Seminar	4%
Mailing	4%
National Science and Technology Development Agency (NSTDA)	3%
Manufacturing Development to Improve Competitiveness Program (MDIC)	2%
Other	15%
Not Available	29%
Total	100%

Project Analysis

Industry

The top five industries the BAC has serviced include:

Manufacturing	18%
Textile and footwear	15%
Food and beverage	14%
Chemical and plastics	11%
Electrical	9%

VI.

BAC Projects sorted by Type

- PVO: Private Volunteer Organizations (ADCI/VOCA, CDC, IESC, TVCS)
- In-House: Completed by BAC consultants
- Seminar: Given to Thai SME business community
- Refer/Reject/Close: Not conforming to BAC criteria
- Not Confirmed: Still in diagnostic stage

PVO	33%
In-House	16%
Seminar	1%
Refer,Reject,Close	32%
Not Confirmed	18%
Total	100%

VE Projects

Functional areas for VE projects are as follows:

Operations	57%
Marketing	12%
Strategy	8%
Information Technology	5%
Human Resources	2%
Not confirmed	16%
Total	100%

Private Volunteer Organization's Projects

- ACIDI/VOCA = 9 (3 active + 6 complete)
- CDC = 20 (8 active + 12 complete)
- IESC = 24 (11 active + 13 complete)
- TVCS = 20 (16 active + 4 complete)
- PVO (To be determined) = 13

PVO Projects = 86 (51 active + 35 complete)

ACDI/VOCA	11%
CDC	23%
IESC	28%
TVCS	23%

PVO	15%
Total	100%

In addition to PVO projects, the BAC also provides In-house consultation. These are projects completed by the BAC consultants.

In-house Projects = 45 (7 active + 34 complete)

In-house Projects

Functional areas for in-house projects are as follows:

Marketing	30%
Information Technology	9%
Finance	6%
Strategy	6%
Accounting	3%
Not confirmed	46%
Total	100%

Reject/Close

The following are reasons why projects were rejected or closed per BAC consultants:

- No response or cooperation from clients
- Client requested services out-of-range (i.e. request financing, business start-up assistance, government program assistance)
- Client did not remember submitting application
- VE requested for time period greater than 6 months
- Company was too large (not an SME)
- Company was too small (did not fit our criteria)
- Client concerned about cultural differences of VE

Seminar Analysis

To date, a total of 50 applications have resulted from the following seminars/workshops:

	<u>Participants</u>	<u>Applications*</u>
Strategic Planning	350	20
Impact of World Trade Organization (WTO) on Thai Businesses	410	4
Importance of a Business Plan	320	4
<i>How to Write a Business Plan</i>	100	5
<i>Thai SMEs Network Forums</i>		
with Thammasat University	400	17

* Applications from all events, with the exception of the Thai SMEs Network Forums with Thammasat University, were screened to fit BAC criteria. Management made the decision to accept all applications from the Forums whether they fit BAC criteria or not.

APPENDIX C: BSOP Projects Matrix

Projects Approved for Funding				
Large Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Standards of Practice Handbook: Certified Investment and Securities Analyst Program / Financial Governance	The Association for Investment Management and Research (AIMR) and the Securities Analysts Association (SAA) are promoting a "code of ethics" for the Thai corporate sector by translating and adapting the AIMR's manual for the Thai environment.	To build up a strong ethics and professional standards program	SAA (Thai), AIMR (US)	The contract between KIA Asia and SAA has been signed. The SAA is now implementing the project.
Upgrading the Capability of Accounting Instructors / Financial Governance	The Institute for Certified Auditors and Accountants of Thailand (ICAAT) is developing accounting instructional aids including video tapes, computer programs and teacher's manuals to use in higher education with assistance from a US counterpart university.	Improved accounting standards particularly outside of Bangkok.	ICAAT (Thai), U.S. University	The contract between KIA Asia and ICAAT has been signed. Work has begun. The BSOP is in contact with Prof. Harold Sollenberger, Accounting Professor, Michigan State University, to work with ICAAT on this project.
Comparative Study on Thailand's Savings and Investment Tax Policy / Financial Governance	The study is to examine the impact of Thailand's present tax structure on the financial and capital markets from both the economic and administrative aspects. The Security Exchange Commission of Thailand (SEC) asked for the Thai Development Research Institute with assistance from U.S. experts to conduct the study.	More attractive tax provisions for investors.	Thai SEC, TDRI, U.S. Counterpart	The Inception report on Thailand's Savings and Investment Tax policy was submitted to KIA Asia.

Projects Approved for Funding				
Large Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Bankruptcy Court Administration Program Part I / <i>Corporate Governance</i>	The American Bankruptcy Institute (ABI) is providing technical assistance to the Thai Central Bankruptcy Court (CBC) in training and establishing systems to deal under the revised laws with the backlog of corporate bankruptcies.	To improve the capabilities of the CBC and develop a relationship between CBC & ABI	CBC (Thai) ABI (U.S.)	The U.S. team of administrators came over to provide training in Thailand on Aug 16-22, 2000
Bankruptcy Court Administration Program Part II / <i>Corporate Governance</i>	As a result of ABI's recommendation in Part I of the program, additional technical assistance and training is to be given to CBC by the ABI-member team in area of IT	To improve the capabilities of the CBC and strengthen the relationship between CBC & ABI	CBC (Thai) ABI (U.S.)	The draft contract between KIAAsia and CBC has been reviewed.
Thai Bankers Handbook / <i>Corporate Governance</i>	The Thai Institution for Banking and Finance Association (TIBFA) under a licensing agreement with the American Bankers Association (ABA).	Completion and use of handbook throughout Thailand	TIBFA, ABA	The licensing agreement between TIBFA and ABA has been completed and the contract between KIAAsia and TIBFA has been signed. Work has begun.
Performance Audit Workshop / <i>Corporate Governance</i>	The training program will be delivered as a two-week workshop introducing the fundamental principals, concepts, and methods of performance auditing. This workshop includes a three-day module on instructional skill to improve the ability of participants to pass on their newly acquired knowledge and skills to the SAO's auditors throughout the country.	To improve the capability of the SAO's auditors in performance auditing	SAO (Thai) GAO (U.S.)	BSOP is in contact with Dr. William Johnston, an ex-GAO employee, to deliver training program to SAO's auditors. The training date has been set up during the period of March 19 to April 11, 2001.



Projects Approved for Funding				
Large Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
ABIH Certified Industrial Hygienist Program / <i>International Competitiveness</i>	The Occupational Health and Safety at Work Association (OHSWA) of Thailand proposes to join the American Board of Industrial Hygiene (ABIH) to provide training and establish a certificate program	To upgrade the professional skills of Thai health officials and strengthen the relationship between OHSWA and ABIH	OHSWA (Thai) ABIH (U.S.)	
SET Junior Achievement Thailand / <i>International Competitiveness</i>	The BSOP is providing support to the Thailand Securities Institutes (TSI) of the Stock Exchange of Thailand (SET) to organize, develop and deliver economics education programs for Thai youth and to promote Thai capital markets. Junior Achievement International (JAI), an International arm of the well-known US economic education organization, will provide the TSI with curriculum, education materials, and expert technical and training assistance.	To promote the long-term development of the capital market and stock market in Thailand	SET-TSI (Thai) JAI (U.S.)	The draft contract between KIAAsia and TSI has been reviewed.



Projects Approved for Funding				
Small Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Technical Assistance for Thailand Rating Information Services (TRIS) / <i>Financial governance</i>	Technical assistance and training is to be given to TRIS by an expert sourced under the International Executive Service Corps (IESC) in the area of bond rating.	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in bond rating.	TRIS (Thai), IESC (US)	The project has been completed.
TRIS – Trip # 2	To provide expert assistance from a US Private Volunteers Organization (PVO) to help TRIS in the area of credit rating methodologies and procedures, securitizations, and staff training	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in credit rating methodologies and procedures, securitizations	TRIS (Thai), CDC (US)	The BSOP is contacting the CDC to find out the U.S. expert.
APICS-TLAPS Partnership #1 / <i>International Competitiveness</i>	To provide expert assistance from APICS to help the Thai Logistics And Production Society (TLAPS) in the area of logistics and supply chain management.	To establish long-term cooperation between TLAPS and APICS	TLAPS (Thai), APICS (US)	Mr. Richard Welch, the former President of APICS, attended TLAPS annual seminar in Thailand on May 5 – 22, 2000 with support under the BSOP fund. The project has been completed



Projects Approved for Funding				
Small Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
APICS – TLAPS Partnership #2 / International Competitiveness	The BSOP has provided financial support to the President and advisor of the Thai Logistics And Production Society (TLAPS) to attend APICS conference in U.S.A.	To establish long-term cooperation between TLAPS and APICS		Dr. Pricha Pantumsinchai, TLAPS President, and Mr. Krizz Chantjiraporn, TLAPS Advisor attended the APICS International Conference & Exposition in Florida, U.S.A. The project has been completed
International Auditor Fellowship Program / <i>Corporate Governance</i>	To provide financial support to the Office of the State Audit of Thailand (SAO) to send its staff to attend The GAO Fellowship program, which supports the goal of the International Organization of Supreme Audit Institutions (INTOSAI) to strengthen auditing and financial management practices and promotes the sharing of information and experiences among Supreme Audit Institutions (SAI) throughout the world.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO, General Accounting Office (GAO)	The BSOP has provided financial support to the SAO's staff, Mr. Phaisarn Vorasetsiri, to attend Program at GAO in Washington D.C. from June 12, 2000 to October 27, 2000. The program has been completed.
The International Auditor Fellowship Program's field office placement / <i>Corporate Governance</i>	The program is a continuation of the International Auditor Fellowship program and is designed to provide the participant with training, which includes gaining practical experiences in designing and implementing audits.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO (Thai) GAO (U.S.)	The BSOP has provided financial support to Mr. Phaisarn to participate in GAO post-training program. The program has been completed.



Projects Approved for Funding				
Small Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Land Assessors / Financial Governance	To support technical assistance and training to improve land assessment capabilities in Thailand.	Improve knowledge of assessors in Thai assessment organizations	Association of Thai Assessors, Appraisal Foundation (U.S.)	Executive from the Appraisal Foundation came over to hold talks with key Thai organizations involved in the land assessment in late August.
Certificate for Occupational Health and Safety / International Competitiveness	To provide financial support to the Board Chair of the American Board of Industrial Hygiene to deliver a seminar to the Occupational Health and Safety at Work Association in Thailand	To initiate training programs and establish a certificate program to comply with the new Labour ACT.	OHSWA (Thai), ABIH (U.S.)	Mr. Dan Agopsowicz, the ABIH's Board Chair, delivered a seminar to the OHSWA on July 20-21, 2000 in Thailand.
SET Derivatives Program / Financial Governance	To provide technical assistance and training to improve SET's knowledge of derivatives and systems to offer derivatives products.	To prepare the SET's staff for delivering of new derivatives products.	SET (Thai), U.S. partner	Mr. Robert B. Gilmore, and expert consultant, came to work with the Stock Exchange of Thailand (SET) on Sept 11-20, 2000
Thai Credit Bureau / Financial Governance	To promote the concept and the use of credit bureaus in Thailand to the public, industry and government.	Better knowledge on credit bureaus	Central Information System / US Partner	The BSOP is providing financial support to Khun Samma of CIS to attend the credit bureau conference in San Francisco, U.S.A.

Projects in the Pipeline				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Thai Bond Dealing Center / <i>Financial Governance</i>	To provide technical assistance to the Thai Bond Dealing Center in developing secondary bond market standards to build trust, accountability, and confidence in the market.	Improved secondary bond market standards	Thai BDC and U.S. partner	Project development
Enhance the Institution for SME in Thailand (ISMED / ATSME) / <i>International Competitiveness</i>	To strengthen the Institute for SME in Thailand's activities by partnering with the US Small Business Administration (SBA).	Improved Institutional capabilities	ISMED/ ATSME(Thai), SBA (U.S.)	Project development
Organic Farming Inspection & Certification Program / <i>International Competitiveness</i>	To provide technical assistance and training to educate the DOA's staff in Organic Farming Inspection & Certification methodologies	Better understanding on the methodology of implementing an inspection and accreditation which conforms to international standards	DOA (Thai) U.S. partner	Project development



For further information on AERA-Thailand, please contact:

Mr. Paul Wedel
at
Kenan Institute Asia
Room 201 Queen Sirikit National Convention Center
60 New Rachadapisek Road
Bangkok 10110, Thailand
Tel. 662-229-3131
Fax: 662-229-3130
E-mail: PaulW@kiasia.org

